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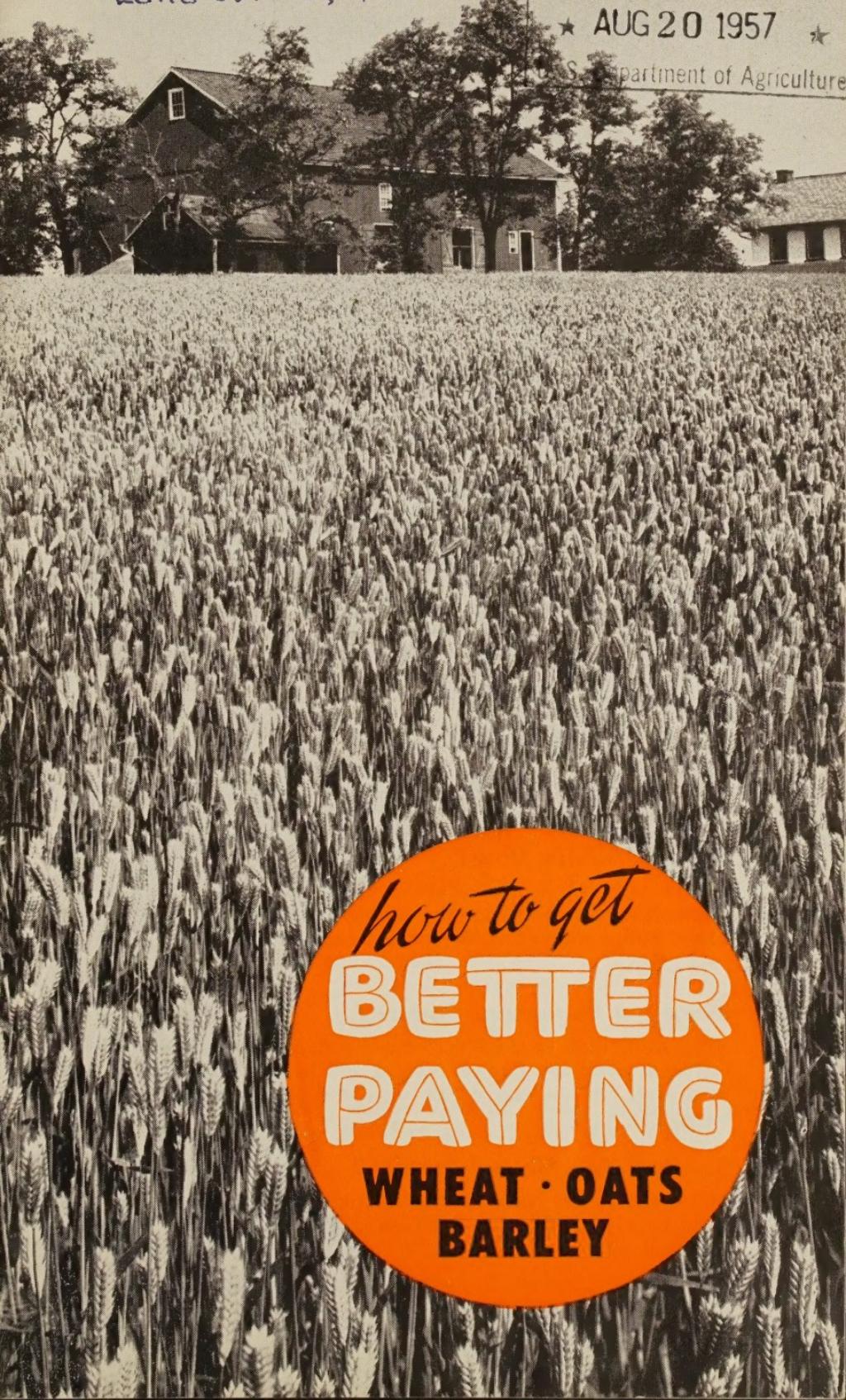
Aug. 5, 1957

A. H. Hoffman Seeds, Inc.
Landisville, Pa.

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* AUG 20 1957 *

U.S. Department of Agriculture



how to get
BETTER PAYING
**WHEAT · OATS
BARLEY**

NOW . . . better paying crops with GOOD SEED and GOOD MANAGEMENT

Good management is so important. Right from the start! Enough time should be given to work the seed-bed into good shape. Sow seed at the right time . . . certainly not a week or two off schedule. Use the right fertilizer and apply it properly. Page 11 may provide helpful pointers—please read.

And about the seed to sow: In your livestock selection, you don't expect Purebred results from run-of-the-mill individuals. Same with the seed for your grain crops. There is such a difference in seed!

Consider as you read about Hoffman Seed . . . there are 'extras' that work for you automatically (page 7) as you sow Hoffman Seed. And please note too that—

Hoffman is the **oldest** large commercial seed supplier in Pennsylvania (since 1899). (There is no substitute for experience.)

Hoffman is the **largest** producer of Certified Penna. winter grains, according to published official state figures.

Hoffman Seed provides to you the extra vigor carried by seed produced on the deep fertile soils of this Lancaster County area.

YES—there is a DIFFERENCE in seed. And it tells at harvest! That's why folks buy Hoffman Seed year after year . . . each year. Maybe they didn't always know why they got those extra bushels, but they know they got them!

DEPEND on Hoffman SEED

Let us help you on these THREE "right-away" jobs!

Starting Alfalfa Now?

If you put out a new alfalfa seeding during August or September, please consider the seed-strains quoted page 14. The Certified strains lead the way in hardiness, longer-life and production.

Sowing a Permanent Pasture?

Some authorities claim Fall is the best time. If you plan some pasture acres, any formula wanted will be made up at no extra cost. Or you may decide on our dependable standard blends.

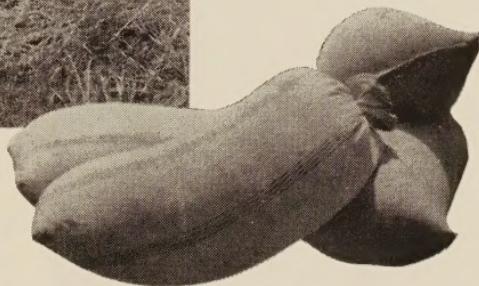
Seeding Rye for Fall Pasture?

This practice has been on the increase. Most folks prefer Balbo-type for pasturing. Let stand, a grain crop can be harvested next summer.

... every **EXTRA** bushel means added **PROFIT**



*Get these
EXTRA
bushels
this
year!*



ACRE GAINS of

6, 8, or more bushels have come to thou-
sands sowing Hoffman seed -- since 1899.



Just 1 or 2-bu. gain per acre will more than pay-off your investment in new Hoffman Seed.



But you don't stop there . . . more likely you'll get 5, 8 or more, gain!



And that's **PROFIT**. Don't miss it. Sow Hoffman Seed. It Will PAY YOU!

A. H. HOFFMAN SEEDS, Inc.

LANDISVILLE, (Lancaster County) PENNA.

Hoffman quality seed

WINTER BARLEY

PRODUCES BIG YIELDS - FEED VALUE SIMILAR TO CORN

Winter-barley acreage in many Pennsylvania areas has increased greatly. One estimate showed Maryland's acreage more than doubled since 1936. It's an ideal source of home-grown feed. Where adapted, produces more total digestible nutrients from an acre than wheat, oats or rye. Its early harvest-time means it often comes in just when the supply of corn is running low.

Thousands of Bushels Saved

Winter barley offers many desirable features. It produces big yields—often Hoffman fields have produced twice the bushels made by wheat. Where wheat acreage must be cut, many folks now sow barley in their remaining acreage. It matures earlier—an advantage both in harvest work-timing and in having grain feed ready sooner. Its feed value is similar to corn . . . helps keep down the need for "bought feed."

NOTE: Sow Hoffman seed somewhat lighter. If not seeded to hay, no more than 1½-2 bu. per acre. If seeded to hay, 1¼-1½ bu. If your fields show a tendency to lodge, cut down on your usual seeding rate.

Many Desirable Features

Ten years back, winter barley was threatened with extinction by smut-attack. Situation was serious. The lines beside picture below tell a true story. What had fast become, a 10% to 25% crop-loss to smut, was quickly stopped. And eastern barley-growers continue today to gain fine yields because of this EXTRA bit of unusual service by Hoffman.



When smut threatened to ruin barley crops, Hoffman consulted leading agricultural authorities as to best method of fighting it. Then designed this special hot-water-treating machine. All Hoffman 'planting' seed is treated by this special process every year. You get seed that is FIRST-generation from hot-water-treated foundation seed.

Much less feed to buy because... ...this excellent crop provides it!

"WONG" Barley

True "Wong" continues the outstanding, popular winter barley. Non-bearded, practically free from awns. Compact heads on thick, pencil like straw. Big yielder. Customers have reported 70-bu yields per acre, some passed 80.

Last year's official Penna. figures showed 80% of the certified acreage to be "Wong" variety . . . ample proof of its popularity. Of the total acres certified, entire state, 41% was Hoffman's . . . proof to folks needing seed barley that Hoffman "Wong" offers the best value for their seed-dollars.

Hoffman "Wong" stands head and shoulders above competitive offerings because of the hot-water-treating program here. For ten straight years, Hoffman has treated "Wong" foundation seed against loose smut, by the expensive complicated hot-water method. Seed you get here is first-generation directly from hot-water-treated stock seed . . . not two or three or more years removed from it. Thus your extra protection stands out clearly, when smut strikes—as it may, you don't know where or when. Folks in such stricken areas with Hoffman "Wong" seed had good crops, when neighbors' fields were hurt badly by smut. You need this vital protection. Sow Hoffman "Wong" seed!

"HUDSON" Barley

Bearded strain. Developed in New York. Good yielder. Stiffer-strawed than "Kenbar". Resistant to the scald disease. Medium early. Has come through well on fertile soil.





Hoffman WINTER OATS

... for the "Not-too-Cold" areas

Where they can survive the winters, winter oats produce more feed value on a per-acre basis than winter wheat. An excellent replacement of former wheat acres WHERE WINTERS ARE MILD . . . the newer improved strains are extending the winter-oats area farther toward the North than in former years.

Sow early—roughly three weeks ahead of usual wheat-seeding time—only on well-drained fields.

"DuBois"

"DuBois" Oats is a new strain developed in Indiana (from a cross between Forkedeer and Clinton.) Experience here, pleasing.

Yields have been heavy. And the news on this point is spreading. Averaging 21 official Penn State tests from 1954 to 1956, "DuBois" came through with an official yield of 81.4 bu. per acre.

"DuBois" averages just slightly shorter straw than LeConte. Produces grain of high test weight per bushel.

"DuBois" has greater winter hardiness than any variety commercially available today. It will stand more severe winters than "LeConte" . . . maybe not quite as stiff-strawed as "LeConte". Has been a heavy yielder . . . grain is heavy . . . of good feeding quality. Since it is somewhat smaller in kernel size— $2\frac{1}{2}$ bu. per acre is plenty of seed for "DuBois". Certainly an outstanding new introduction . . . worthy of any winter oat grower's trial. Demand will be heavy . . . supply limited—early orders urged. "DuBois" seed is locally produced and adapted.

"LeConte"

"LeConte" is a mid-season variety in maturity. Relative straw height has averaged around 38 inches. Originated

as cross between C.I. 1884 x Bond Tenn. Average resistance to leaf rust.

Heavy grain held up well on tall, quite stiff straw. A heavy yielder—Hoffman customers have reported yields in the 70's and up to 90 bu. per acre. Stools out well and avoids shattering. "LeConte" is comparatively large in the berry . . . therefore, three bushels per acre is the recommended seeding. "LeConte" has been a popular winter oats strain in lower Pennsylvania . . . it has earned its popularity.

This newer, improved variety has taken over on hosts of farms where Lee Cold Proof was once the popular strain. Hoffman stocks of LeConte were grown in the Lancaster County area . . . may prove more hardy than competitive offerings brought up from the South.

SOME OF THE REASONS FOR BIG CROP GAINS from NEW Hoffman SEED

Here at Hoffman's the **RIGHT** foundation-seed means so much. Must be clean, disease-free, sown on only clean fields. Strain-improvement is the watchword, to avoid dangerous 'running-out.'

Careful responsible growers . . . with years of experience (some over 40 years) . . . real 'know-how.' Operating these famous Lancaster-County-area fertile soils. Where winter-grains can do their best.

Close inspection plays a big role. Spraying is encouraged where necessary for weed-control. Fields are hand-rogued. Weeds, undesirable plants, mixtures of unwanted grains are removed. Saves you money.

In the Hoffman Seedhouse: Utmost care, close records thru entire cleaning processes and storage. Handled by trained men with long experience in this special work. Long hours. Over-time. But good results.

Modern, high-powered electric mills do the work. Complete new installation but a few years ago. Still other new equipment added this year. Results way surpass efforts of smaller or home-size fanning mills.

Large screens with top efficiency. Powerful air blasts. Quicker-pulsed 'separators'. Special costly metal discs with ground-in pockets pick out 'undesirables'. There are more discard points. Means better seed.

Test Laboratory, right here. Makes sure! That cleaning was done right. That each lot will grow. "On-the-spot" checking for true representative samples. Carefully-kept files of tests on all lots. To protect you!

All the above and more . . . is part of the year-round effort of this now 58-year old Hoffman-seed concern. Its whole life and growth depends on how well its seed-job gets done. Every step is costly but Important.

Join the Folks who Depend on
Hoffman SEED GRAIN
FOR IMPORTANT EXTRA BUSHELS

a look at Wheat... ... your 1958 crop!



NOTE: You can sow Hoffman Seed lighter and still get better yields because of its quality. No more than $1\frac{1}{2}$ to 2 bu. per acre if not seeded to hay, or $1\frac{1}{4}$ to $1\frac{1}{2}$ bu. if seeded to hay. If your fields show a tendency to lodge, cut down slightly on your former rates. This SAVES important "Seed-Money" for you!

Where wheat acreage must be cut back, what about the acres you DO sow to wheat? With fewer acres in wheat, each must be made to yield more bushels or profits will drop sharply. On page 7 there are some helpful pointers.

Hoffman helps you get bigger yields per acre by choosing the best-producing strains and making every effort to improve the quality of the seed. For top returns from your wheat acres . . . so far as seed goes . . . place your confidence in Hoffman Seed and give us your order for the amounts needed. Be assured at all times of our deep concern in trying to please you. Please read the details on these four PROVEN Strains . . . now ready for your order.

"PENNOLL" Wheat (Beardless)

Throughout the state of Pennsylvania . . . and now into New Jersey, Delaware, and Maryland, too . . . "Pennoll" has continued to make new friends for itself. It was a Penn State cross (between "Pa 44" and "Valprize"). Has made a host of friends because of its performance in the field, and the heavy yields it has produced season after season.

Enthusiastic growers of "Pennoll" are many—over a wide area. Reports from them make nice reading: (Last year) "Never had a 50-bu wheat-yield, but my "Pennoll" has more than made it this time." "I like its tall strong straw." "Pennoll is my favorite wheat of all I ever planted."

"Pennoll" produces soft, red grain with white chaff on exceptionally tall, stiff straw. Highly desirable for milling. Since introduction in 1951, it has been an excellent yielder, right up with the leaders in every section grown. Ripens somewhat later than "Thorne." There is no question that "Pennoll" is an excellent wheat, and Hoffman has "Pennoll" that truly is outstanding. This seed will pay off in your fields.

NEW "DUAL" Wheat (Beardless)

First FLY-RESISTANT strain

First winter-wheat ever recommended for resistance to Hessian-fly and leaf-rust. Bred in Indiana. Proving very favorable in Pennsylvania and other states of the east. Its name "Dual" indicates its two-purpose use . . . grain production and pasture.

A White-chaff, beardless, mid-season wheat. Matures earlier than "Pennoll". Very good yielder. Produces much strong straw. Pennsylvania authorities have praised "Dual" highly. It is on the New Jersey recommended list. Experienced Hoffman contract-growers eye any new wheat carefully. After harvest this year, a number of Dual producers were asked how they liked it . . . everyone wants it again next year. Quite a recommendation by critical profit-minded growers.

In 1956, Penn State's average of ten demonstrations over the state, Dual's average yield was $36\frac{1}{2}$ bu. Four bushels ahead of Thorne . . . only seven-tenths of a bushel less than Pennoll. There's no doubt about Dual's good yielding ability . . . then adds its pasture value, good rust-

(Continued on page 10)

New "DUAL" Wheat (Continued from page 9)

resistance and hessian-fly resistance.

With regard to reports about smut in Dual wheat, heard in some areas: Hoffman "Dual" is all certified seed. It could not pass Penna. Certification if more than one-half of one-per-cent loose smut were present. Here is Quality seed—the finest insurance against this damaging smut enemy.

"Dual" carries the finest traits from eight original parental varieties combined in a series of seven crossed. Excels in its resistance to leaf-rust and certain other diseases . . . in its hardiness . . . in its yieldability. Best planting time may be several days before normal fly-free date. May be seeded 15 to 20 days earlier, and fall-pastured. Supply not great. Orders will be filled in order of arrival here.

"SENECA" Wheat (Beardless)



A dependable strain . . . about which not enough publicity has been given. Many folks who have been planting Seneca for several years, would plant nothing else.

Seneca is a sister of "Thorne", result of a cross between two old favorites, Fulcaster and Portage. A proven good yielder, year after year. Averages a pound or so higher in test-weight than "Thorne" . . . a fact which sometimes means a higher value at the mill. Seneca grows stiff, lodge-resistant straw of good length. Does not shatter easily. Stands up well on rich fertile soils—where so many ordinary wheats go down. Bushel turn-out is good each year. Grain is plump, which makes it a favorite of millers.

"THORNE" Wheat (Beardless)

A heavy-yielding variety, for years the most popular wheat in this section. Hoffman customers have repeatedly reported 40 bushels or better. Even in poor wheat years, "Thorne" stays right up with the leaders in performance. Produces a medium-size grain, with red chaff on long, stiff straw. Notably resistant to loose smut. Has good winter hardiness, and grain makes a high-quality flour. "Thorne" is a good stouter. Holds its grain without easy shattering when ripe. Hoffman experience shows it thrives on a variety of soils. Ripens early.

When buying an old, established strain like "Thorne," your seed source is especially important. You want seed that's been cared for through the years . . . that's not been allowed to start "running out." Get honest-to-goodness tried-and-true "Thorne" seed that will pay you.

CROPPING TIPS

FROM PENNSYLVANIA STATE UNIVERSITY
(1957 Agronomy Guide)

SMALL GRAIN FERTILIZATION

TO BE SEEDED TO GRASSES AND LEGUMES

1. Basic soil treatment to benefit the new grass-legume seeding. Lime according to lime-requirement test. (Contact your County Agent.) Work in lime at seed-bed preparation. (Lime may be applied at any time in a rotation that is convenient, but it is most effective applied at least 6 months before seeding. On the prepared seedbed drill in deeply—400 lbs. per acre of 0-20-20 or equivalent.

2. Starter for small grain. Where lodging is not expected, apply with drill—300 lbs. per acre of 5-10-10. Where lodging may be expected, apply with drill—200 lbs. per acre of 0-20-2, or 0-20-20 or equivalent. Borax-containing fertilizers SHOULD NOT be used as starter fertilizers.

3. Topdressing for wheat only. Where lodging is not expected, topdress in late fall or winter with 8 to 10 tons per acre of manure***—or in early spring with 30 lbs. per acre of nitrogen.

NOT SEEDED TO GRASSES AND LEGUMES

1. Basic soil treatment. (Same lime suggestions as pgh. 1. above. Omit the 400 lbs. 0-20-20.)

2. Starter for small grain. (Same as paragraph 2. above.)

3. Topdressing for wheat only. Where lodging is not expected, topdress in late fall or winter with 8 to 10 tons per acre of manure***—or in early spring with 40 lbs. per acre of nitrogen.

WINTER GRAINS FOR PASTURE

NOT SEEDED TO GRASSES AND LEGUMES

1. Basic Soil Treatment. Lime according to lime-requirement tests. Work in at seedbed preparation. On the prepared seedbed drill in deeply, 400 lbs. 10-10-10 or equivalent.

2. Starter for Small Grain. Apply with drill, 200 lbs. 0-20-0.

3. Top Dressing for maximum spring production, topdress in spring with 40 lbs. nitrogen per acre.

*** Manuring is assumed to be 8 to 10 tons per acre of phosphated manure. Phosphated manure means the use of 1½ to 2 lbs. of 0-20-0 or equivalent per cow per day in stable gutter, or in equivalent amounts in cattle feeder barn weekly.

SEEDING RATE FOR SMALL GRAINS

Where small grains are seeded as a companion crop for seeding hay mixtures, a lower rate of seeding is recommended than when hay mixtures are not seeded. When seeding late or under unfavorable conditions, use at the higher rate.

	To be seeded grasses and legumes to hay	Not seeded with hay
Winter Barley	1½ bu.	1½-2 bu.
Winter Wheat	1½ bu.	1½-2 bu.
Winter Oats	2 bu.	2½ bu.

(Penn State Agronomist, Clarence Bryner, also made this seeding rate suggestion. Where there has been a tendency for grain to lodge—cut down on the rate of seeding. In his tests, light seedings have remained standing until harvest . . . where under the same conditions, normal-rate seedings have lodged badly.)

Read the Tag: Know the seed you are buying to plant.
REFUSE UNLABELED SEED AND POOR QUALITY SEED.

For All of Your Fall-Grain Acres

Hoffman TIMOTHY SEED

Where the practice is followed of sowing timothy seed with fall grains . . . we suggest you order our Hoffman top quality Timothy seed. Have it come right along with your seed-grain. It is thoroughly cleaned, tested and of sound germination . . . sound growth.

Timothy is used and liked as a dependable hay-cropping grass on more northeastern farms than perhaps any other. A very popular companion of the leading legumes. At this writing the new-crop is not yet harvested, but prospects look favorable. You can depend on Hoffman top quality timothy seed as being priced right . . . and of sound dependable quality. Include your needs with your seed-grain order.

After your 1958 Harvest . . . YOU could easily be like the man who mailed this report: "The extra bushels from my new Hoffman Seed are worth so much more than the seed cost me, that it now stands me less than nothing."

Hoffman SEED RYE

A very hardy grain crop, and generally a good producer. But not widely used as such. More often grown for fall-pasture and its forage value.

"BALBO" Rye

Makes a rapid growth in the fall. Where the primary need is for pasture, Balbo is the favorite. Can be pastured heavily. Gives good winter coverage, and early spring pasture too. Some folks cut it for grass silage . . . others allow it to produce grain. Hoffman "Balbo" comes from sources known for their true-to-type seed.

"TETRA-PETKUS" Rye

New variety, created by chemical handling of its parentage, and an outstanding example in scientific development. "T-P" is a stupendous stouter—plants of up to 70 stalks from a single seed. A heavy silage producer even after spring grazing, an exceptionally heavy grain producer—40 to more than 50 bu. per acre. Grain is much larger than ordinary rye.

CAUTION: Be sure you buy the genuine "Tetra-Petkus"—in the "Red Shield" bags. The product of several generations removed from this original "T-P" strain has not the same seed value. Cross-polination, or mixing, greatly reduces its merit, so that it would be worth little or no more than common rye.

Get Hoffman Seed **QUICKLY** by **TRUCK** to nearest town

Here's all you do, to get this service:

- 1.** Talk to a friend who operates a business in the town . . . a garage, or a store. Any place easy for the truck-driver to find. Explain that you are ordering seed from Hoffman, and that you'd like him to accept the shipment for you when it arrives (because these truck-lines will not deliver out in the country . . . they stop only in towns.)
- 2.** Mark plainly on your order the NAME of this place of business, its street address, and name of the TOWN. (Kindly send payment along with your order as no C.O.D. shipments are possible under this arrangement. Thank you!)

TRUCK-COST PAID — WHEN: Your order totals 100 POUNDS OR MORE. Same offer applies when shipments go by railroad freight. Charges are 'Collect' (and very costly) on smaller weights. Greatly higher than formerly, and often higher than the seed-value itself.

ORDER FUNK-G seed corn NOW

The demand gets bigger each year. Should any shortages develop, the man surest of his seed is he whose order got here first. Disappointments in supply have happened. But there's nothing wrong with being booked in good time, and being sure!

You know the G-number you want . . . for husking purposes. Also your ensilage G-number. So please specify the quantity, on space provided at bottom of order-sheet (last page) and order it now, along with your Fall seed. For shipment later, of course. Thus make sure of the seed-corn that's going to make you another fine-paying crop next year!



A. H. HOFFMAN SEEDS, INC., Landisville, Penna.

Hoffman SEEDS PRICES in effect AUGUST 5, 1957

TIMOTHY
Hoffman Quality Timothy . . . \$7.95 bu.

NOTE: While exercising every care to supply quality seed, please note that total freedom from other varieties cannot be claimed. A. H. Hoffman Seeds, Inc., warrants to the extent of the purchase price that seeds sold are as described on the container, within recognized tolerance. Seller gives no further warranty, expressed or implied.

WINTER BARLEY (48 lbs. per bu.)		WINTER WHEAT (60 lbs. per bu.)	
1 to 14 bu. @	15 to 49 bu. & over @	1 to 14 bu. @	15 to 49 50 bu. & over @
"Wong" Certified	\$2.80	\$2.75	\$2.70
"Wong" Selected	2.50	2.45	2.40
"Hudson" Cert. (Bearded)	3.20	3.15	3.10
WINTER OATS (32 lbs. per bu.)		GRASSES	
"Le Conte" Certified	\$2.80	\$2.75	\$2.70
"Le Conte" Selected	2.70	2.65	2.60
"Dubois" Certified	2.95	2.90	2.85
"Dubois" Selected	2.70	2.65	2.60
WINTER RYE (56 lbs. per bu.)		GRASSES	
"Balbo-Type" Selected	3.40	3.35	3.30
"Tetra-Pelkus"—Red Shield	3.20	3.15	3.10
HOFFMAN INOCULATOR (Postpaid prices)		GRASSES	
For Alfalfa and Clover (1 bu. size)	\$.55	Perennial Rye Grass	\$.13 lb.
For Vetch (1 bu. size)	1.10	"Lincoln" Brome34 lb.
For Vetch (100 lbs.)35	Orchard Grass37 lb.
	.55	S-37 Orchard Kentucky Blue Red Top69 lb. .65 lb. .54 lb.
		Rye Grass11 lb. .25 lb. .46 lb. .48 lb.
		Ky. No. 31 Fescue	
		Highland Pasture Mixture	
		Lowland Pasture Mixture	

CUT ON THIS DOTTED LINE and MAIL

No extra charge for
needed bags. **FREIGHT**
PAID on shipments that
weigh 100 lbs. or more
into Pennsylvania, New
Jersey, Maryland, New
York, Delaware, West
Virginia, Virginia, Ohio,
Connecticut, Massachusetts,
Rhode Island.

ORDER . . . to A. H. HOFFMAN SEEDS, INC., Landisville, Pa. DATE

NAME (Please Print)

**POST
OFFICE (Address)**

SHIP TO:
(Name of Place)

NOTE. This year there are shortages in some of the Hoffman grain varieties.

PLEASE

ORDER EARLY!

And, when you order, please indicate whether you have a second choice. Or whether you wish Hoffman to substitute the best available seed, if your first choice is all sold. Or whether your money is to be refunded if your first choice is not available. The aim here is to please you . . . if your wishes are known, they will be followed.

SEED CORN ordered now puts you first in line, should any shortage occur. Assures you of seed for a paying crop!

BULK RATE

U. S. Postage

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Landisville, Pa.

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A. H. HOFFMAN SEEDS, Inc.

LANDISVILLE, PENNA.

(Lancaster County)

